



Position: Account Executive

Location: Los Angeles, CA

Pay: \$90K-\$115K

Job Summary

The Account Executive is responsible for direct sales (orders and revenue) into both user accounts and new accounts within a defined geographic territory or for a defined account rider. The person is responsible for the profitable sales of Teradata solution portfolio products including software, professional services, and hardware and support services. Specific solutions to be sold depend on industry segment.

Key Responsibilities

- * Capitalize on industry knowledge and contacts to uncover business opportunities
- * Effectively advise and influence customers through consultative selling techniques
- * Research the customer environment to be able to populate the business impact model
- * Articulate the solution in terms of ROI to the customer
- * Utilize team members including post-sale delivery professionals, pre-sale technical professionals, and management to achieve business objectives
- * Rely on excellent leadership and interpersonal skills to initiate and maintain executive-level interaction and customer satisfaction
- * Develop new business opportunities and close new account business
- * Close profitable TERADATA scalable data warehouse solution business incorporating hardware, software, professional services, and customer services
- * Understand and articulate the value of Teradata Professional Services

Work Environment

This position is working in a virtual office environment, including home office & customer site with a combination of independent work and team collaboration. Travel is also expected.

Skills & Attributes

A successful candidate should be driven, creative, a self-starter and strategic thinker. The candidate must possess the ability to lead, advise, and advocate for customers.

Basic Qualifications

- * 5+ years experience in selling software & services specifically in the database space. Some technical knowledge of hardware is necessary (other applicable includes ERP sales, Data Transformation sales).
- * Demonstrated success in sales. 75%+ success record for making sales goals.
- * Demonstrated success managing a large account relationship.
- * Demonstrated success developing new account opportunities.

Preferred Qualifications

- * Industry knowledge preferable.
- * Experience selling to designated accounts.
- * Previous experience selling data warehouse and business intelligence solutions.

If you would like to apply to this position, send your resume immediately to ngcajobs@ng.army.mil and state you are applying for this position, or you can call The Work for Warriors staff @ 916-854-4426.